

SALES FORCE COUPON ALLOCATION BY MARKET

TOTAL GENERICS

SDI 3/86

1A0 PORTLAND, ME	128
1B0 MANCHESTER	60
1C0 BOSTON	26
1D0 WESTERN, MASS.	33
1E0 RHODE ISLAND	40

1F0 HARTFORD	31
1G0 ALBANY	78
1H0 BUFFALO	97
1I0 METRO NEW YORK	18
1J0 ROCHESTER	46

1K0 SYRACUSE	101
2A0 PHILADELPHIA	58
2B0 SCRANTON-WILKES BARRE	172
2C0 BALTIMORE-WASHINGTON	67
2D0 TIDEWATER	103

2E0 RICHMOND	101
2F0 ROANOKE	178
2G0 JOHNSTOWN	199
2H0 PITTSBURGH	114
2I0 HUNTINGTON-CHARLESTON	239

2J0 CINCINNATI	142
2K0 CLEVELAND-AKRON	91
2L0 COLUMBUS	83
2M0 DAYTON	150
2N0 TOLEDO	69

3A0 RALEIGH-DURHAM	166
3B0 WINSTON-SALEM-GREENSBORO	107
3C0 GREENVILLE	215
3D0 CHARLESTON	174
3E0 CHARLOTTE	165

3F0 COLUMBIA	124
3G0 ATLANTA	50
3H0 COLUMBUS-AUGUSTA	152
3I0 SAVANNAH	118
3J0 JACKSONVILLE	129

KET

SALES FORCE COUPON ALLOCATION BY MAR

TOTAL GENERICS

SDI 3/86

3K0 MIAMI	68
3L0 ORLANDO	90
3M0 TAMPA	130
3N0 CHATTANOOGA	76
3O0 KNOXVILLE	156
3P0 NASHVILLE	229
3Q0 BIRMINGHAM	88
3R0 MONTGOMERY	121
3S0 MOBILE	140
4A0 FT. WAYNE-SOUTH BEND	135
4B0 INDIANAPOLIS	172
4C0 LOUISVILLE-EVANSVILLE	271
4D0 DETROIT	31
4E0 GRAND RAPIDS	96
4F0 FLINT-SAGINAW	71
4G0 CHICAGO	40
4H0 PEORIA	120
4I0 QUAD CITIES	125
4J0 MILWAUKEE	83
4K0 GREEN BAY	106
4L0 MINNESOTA	112
4M0 DAKOTA	152
5A0 MEMPHIS	141
5B0 JACKSON MS	91
5C0 ST. LOUIS	156
5D0 LITTLE ROCK	187
5E0 LAKE CHARLES-MONROE	130
5F0 NEW ORLEANS-BATON ROUGE	87
5G0 SHREVEPORT	120
5H0 CORPUS CHRISTI	50
5I0 DALLAS-FT. WORTH	68
5J0 HOUSTON	70
5K0 LUBBOCK-AMARILLO	79
5L0 SAN ANTONIO	103

2045429182

PAGE 2

KET

SALES FORCE COUPON ALLOCATION BY MAR

TOTAL GENERICS

SDI 3/86

5N0 TULSA	172
6A0 DES MOINES	164
6B0 KANSAS CITY	169
6C0 WICHITA	141
6D0 OMAHA-LINCOLN	205

6E0 DENVER	118
6F0 UTAH-IDAHO	125
6G0 BIG SKY	186
6H0 PORTLAND OR	125
6I0 SEATTLE	106

6J0 SPOKANE	180
6K0 ALASKA	37
7A0 EL PASO	167
7B0 ALBUQUERQUE	85
7C0 ARIZONA	125

7D0 FRESNO	58
7E0 LOS ANGELES	72
7F0 SACRAMENTO	125
7G0 SAN DIEGO	118
7H0 SAN FRANCISCO	87

7I0 HAWAII	70
TOTAL UNITED STATES	100

2045429183